BEST AVAILABLE COPY

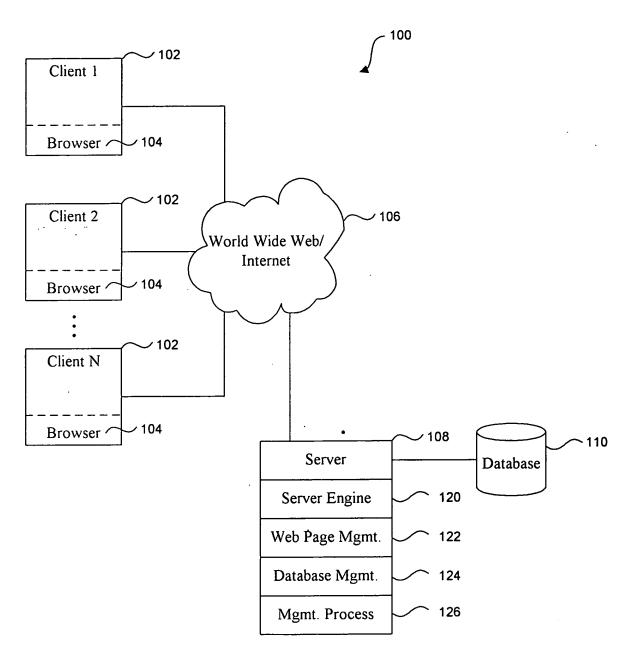


Fig. 1

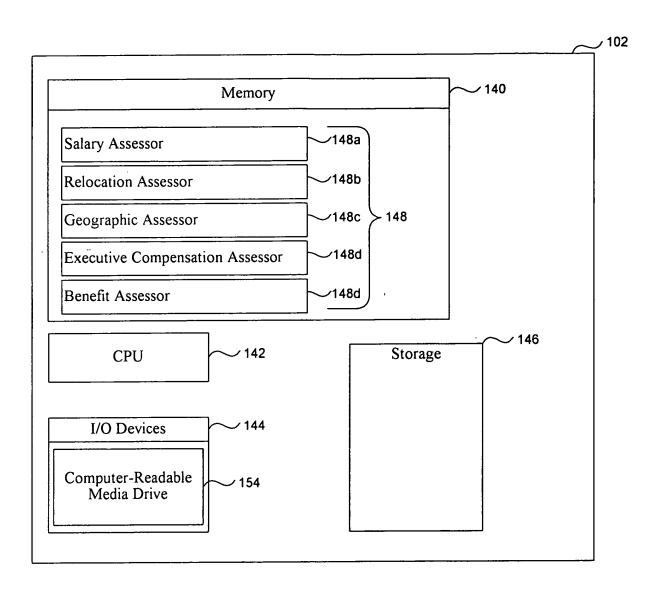


Fig. 2

300 -

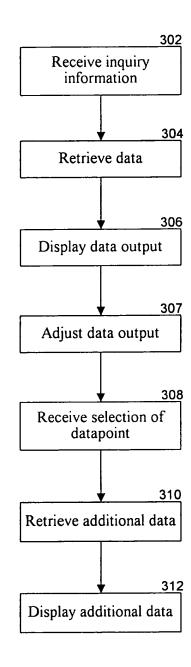


Fig. 3



Executive Compensation Assessor

Licensed to: ERI Example
Subscription Expires: 12/31/2001

Account # 018437 LAN Users - 1

Data as of:

April 1, 2001

Data expires: September 30, 2001

Loading 319 position titles. Please wait.

copyright © 2001

<u>Economic Researc</u>

400

Fig. 4A

I,N

I,f

[]

l, M

[.]

Fig. 4B

Location (city)	National Average, United Sta	tes	Browse
✓ Use the General Control of the Control of th	eographic Assessor's Area Datab	ase of 5800+ Citi	es <u>A</u> verage
Industry			
SIC Code:	7374 PBA Code: 0000	NAIC: NA	
Description:	All Industry		- 1-414
Revenue:	100,000,000 ~ 416		
-Salary Planni	60 Pisto 4/ 6/01	Adjustments	
Salary Flamili	ng Date: 4/ 6/01 ▼ /	Adjustments	
Disk Operations			

F.g. 4C

Position	Year	Annual Con Salary	npensation Bonus	Long Term Comp.	All Other Comp.	Total
Chief Executive Officer	2001					
Estimated Mean Comp.		341,767	208,127			549,894
Maximum Reasonable Comp.		631,746	787,530		P de significant de s	1,419,276
Chief Operating Officer	2001					
Estimated Mean Comp.		252,722	117,271			369,993
Maximum Reasonable Comp		446,398	451,945			898,343
Data That Affects Ef	l Sala	ries .		Base S	alary Grap	h Big Graph Hide Dots
Organization Data Area: National Average, Industry: Data Processing Area Codes: SIC: 7374, PBA: 7 Size (Revenue): 100,000,000	id Prepa	ration	Calles 575	,500 9 ,000 9 ,500 9 ,000 10	100 evenue (in mi	1,000

Fig. 4D

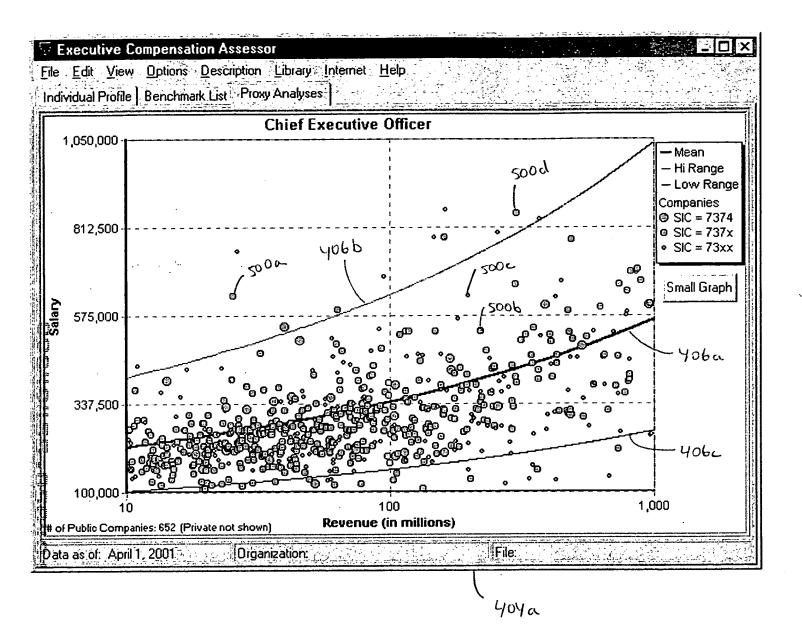


Fig SA

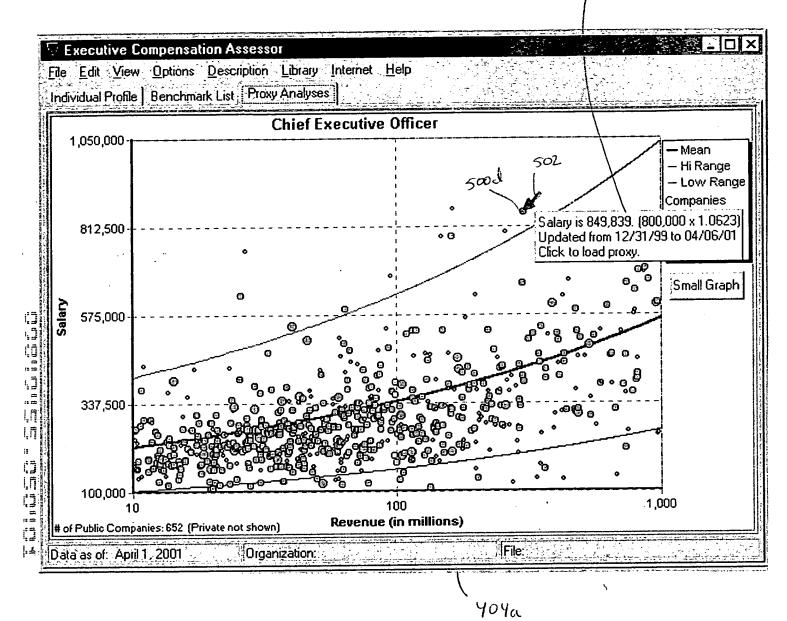
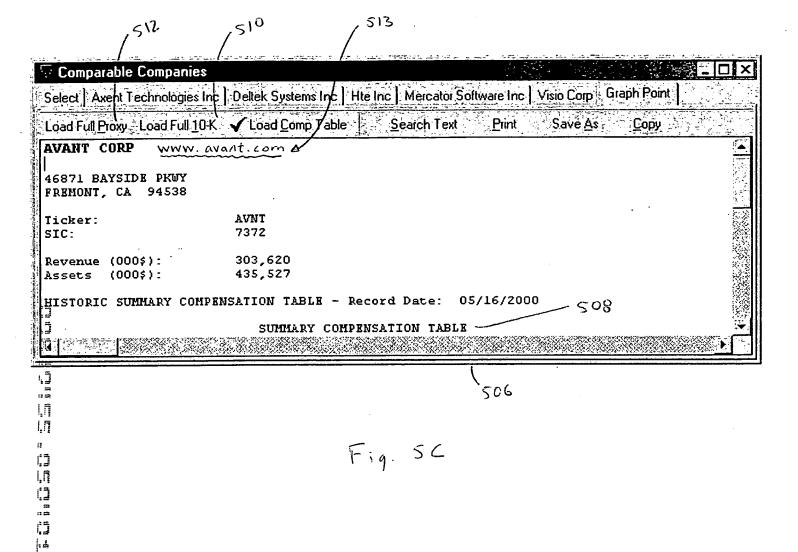


Fig. SB



Download 10-Ks from Internet www.erieri.com/clients/?id= Complimentary Access For Assessi	
Available 10-Ks	
Check a 10-K Year And Then Press T	he Download Button
☐ 1997 ☐ 1998 ☐ 1999 ☐ 2000	~ 516 ·
Download X List success	Cancel
LINESUIS CSS	
	514

Fig. SD

Download Proxies from Internet	
www.erieri.com/clients Complimentary Access For A	
Available Pr	Experience of the second secon
Check a Proxy Year And Then Pr	
☐ 1997 ☐ 1998 ☑ 1939 ☐ 2000	S. 2.6
Download SM Download Downlo	≭ Cancel
	520

Fig. SE

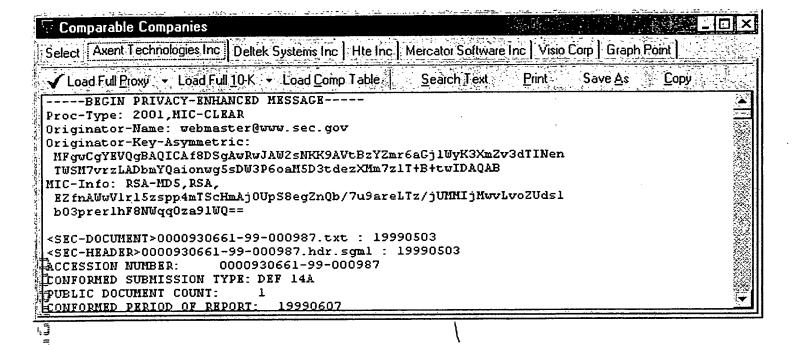


Fig SF

1,17

540 Comparable Companies Select 30 o Co | Hall Kinion & Associates Inc | Qao Inc | Qrs Corp | Tyler Technologies Inc | 538 Select Comparable Companies (maximum of five Revenue/SIC Text METOD SI 4FRONT TECHNOLOGIES INC | ARIS CORP/ | BARRA INC /CA | BRC HOLDINGS INC | CLARIFY INC | CLORINC Select from companies with: - a revenue between \$100,000,000 and 150 000 000 540 - the first 2 \$ digits of the SIC code equal to 7374 JOHR INC
COMPUTER LANGUAGE RESEARCH INC
DAOU SYSTEMS INC
DATA DIMENSIONS INC
DATA DAOCESSING RESOURCES CORP
DATAWORKS CORP -- ZIP Code between and including 70000 and 99999 Highlighted Comparable DENAU INC

HALL YMICH & ASSODATE HINC

HINC SOFTWARE INC/DE

HYPERCOM CORP Clear Alt Retrieve Full Proxy Retrieve Full 10-K HYPERCOM CORP
INTEGRATED SYSTEMS INC
JDA SOFTWARE GROUP INC
LEGATO SYSTEMS INC
MACROMEDIA INC
MSC SOFTWARE CORP
PEREGRINE SYSTEMS INC
PORITAL SOFTWARE INC
PROBINIESS SERVICES INC 5.46 534 PORTAL SOFTWARE INC
PROBUSINESS SERVICES INC
PAGE 150
PAG I,N 1,17 12 13 i,f , , . 4

Fig 5G

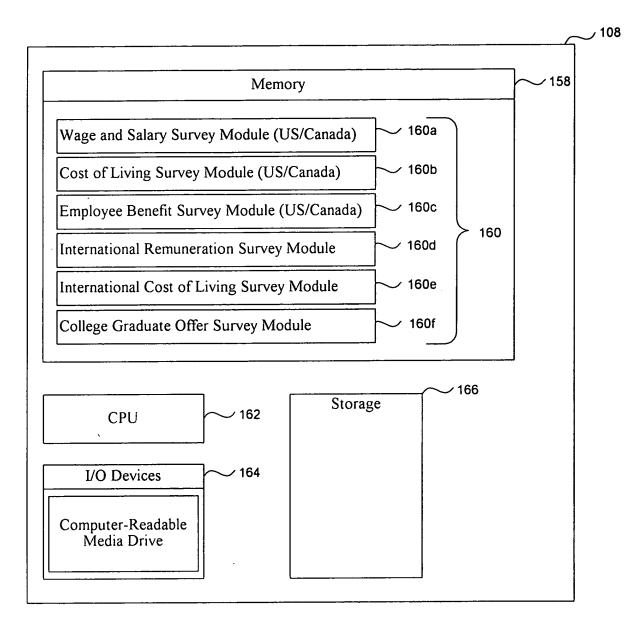


Fig. 6

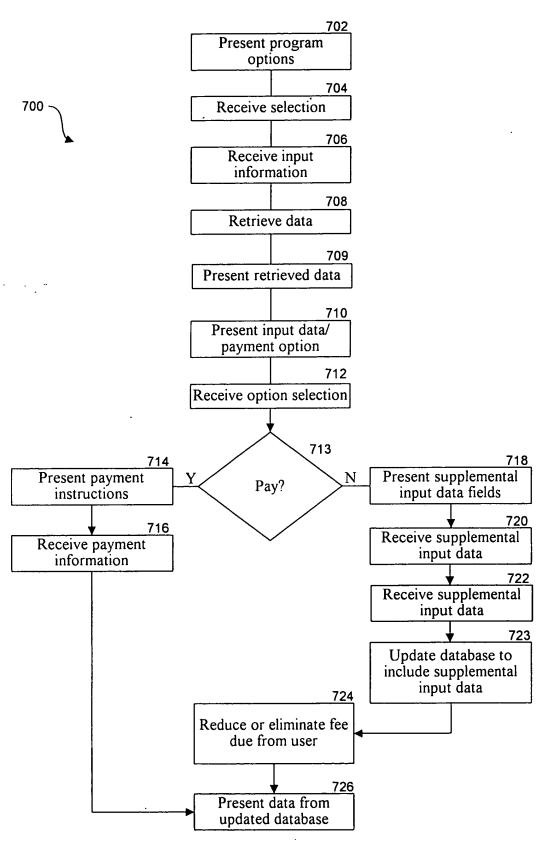


Fig. 7



OurStory

: Surveys

Decision Map

Shopping Cart

Feedback

Salaries Review.com The Business of Pay Information

Request a report of "median", "low" and "high" wage or salary, along with an average "bonus" for

Q₆₀ Enter a postal code now to jump to Step 4!

Example Report Methodology

any one of ~4,000 positions in any of 5,800 U.S. and Canadian locations from this on-line

U.S./Canada Wage & Salary Report

804

Available Surveys U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

U.S./Canada Employee **Benefit**

International Remuneration

International Cost-of-Living

College Graduate Offer

CPAs click here!

Affinity Program Provider

Reduce

Cost

~Input

Data

ĻŊ

Į,ħ

I,f

Step 1. Country

≡QuickZip

Step 2. State/Province

302

interactive salary survey.

Price US \$18.00

Step 3. City in Survey Area

Step 4. Position

Description - No Position Selected Alternate Titles

Select your area/position. (Wait for the screen to refresh itself after each selection.) **United States** -Select a state/province---Select a city-- 🐷 -Select a position--

816

810

- કેમ

ଚାଧ

Add to Cart

800

An ERI Economic Research Institute E-Commerce Site - Eriweb4 Copyright 1999 - 2001, Economic Research Institute. All Rights Reserved. Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.



OurStory

Decision Map

Shopping Cart

SalariesReview.com The Business of Pay Information

Available Surveys

U.S./Canada Wage & Salary Survey Report

U.S./Canada Wage & Salary <

U.S./Canada Cost-of-Living U.S./Canada Employee

Search Results:

International Remuneration International Cost-of-Living

College Graduate Offer

Affinity Program Provider WICE DA

Lan Administrator

Austin, Texas United States Austin-San Marcos, TX MSA

63,303 UNITED STATES DOLLARS

SalariesReview U.S./Canada Internet Based Salary Survey

SalariesReview.com

30-Mar-2000 01-Jan-2000

_atest Data Collection Date:

Survey Publication Date:

Survey Publisher:

Salary Survey Median: Survey/Source Name:

Requested City:

Position Title:

Number of Organizations:

Population:

Salary Survey Area:

49 ♠

の (7)

Location: Austin, TEXAS, UNITED STATES

Counties: BASTROP; CALDWELL; HAYS; TRAVIS; Area: AUSTIN-SAN MARCOS, TX MSA

WILLIAMSON

Alternate Titles

Lan Administrator; Network (lan) Administrator; Local Area Network Administrator; Computer (lan) Administrator

Survey Position Description

Acquires, installs, and maintains company's local area network. Reads technical manuals and brochures equipment. Manages LAN security and network performance. Establishes and implements LAN policies, to determine equipment which meets establishment requirements. Assist in presenting to management Responsible for evaluating, developing, maintaining, along with usage of telecommunication systems. procedures, and standards and ensures their conformance with information systems and company's recommendations related to purchasing and installing hardware, software and telecommunication

CPAs click here!

Reduce

Indul Cost

ச்சிர் நான்ற நான்ற நான்ற நான்ற நான்ற நான்ற நான்ற நான்ற problems of communications hardware and software. Instructs users in use of equipment. May oversee or assist in installation of communications hardware. May perform minor equipment repairs.

Table 1

Currency: U.S. DOLLARS

osition	Incumbents	Firms	Low	Median	High	Bonus	
Lan Administrator	49	34	43,255	63,303	670,77	5,138	

N/R = Not Reported; N/A = Not Applicable

Exchange Rate = 1.0 UNITED STATES DOLLAR per 1 U.S. Dollar (28 Jan 2000)

Methodology/Disclaimer

NS /

"www.salariesreview.com/surveys/methodology1.cfm" or by clicking the Methodology link above. Complete methodology for this report can be found at

Complete Reports and In-Depth Analyses

 For a full report on cost-of-living data in 298 U.S./Canada cities (incorporating data for 88 positions surveyed by SalariesReview.com), along with demographic, cost of living, and other data affecting employment, see the:

Geographic Reference Report or

 For an interactive software program & database that calculate unlimited #'s of competitive compensation analyses for 5,000 job titles as compiled from all publicly available (over 2,000) salary surveys, including SalariesReview.com, see the:

Salary Assessor

Report Date: 30-Mar-2000

Country-of-origin values based on exchange rates effective 28-Jan-2000

End of Report

Fig. 8C



OurStory

Surveys

U.S./Canada Wage & Salary Survey Questionnaire

Decision Map

Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

To receive one free report discount, please fill out the following questionnaire. All questions must **Available Surveys to** be answered. All data input subject to verification. All survey data is to be entered in the **Purchase** currency of the country.

Select Survey Area

=QuickZip

Enter postal code to jump to Step 4!

- 624

Step 1. Country

Step 2. State/Province

Step 3. City in Survey Area

Step 4. Position

United States 🔽 🗘 🙃	•	7
Select a state/province	O 60	3822
Select a city)
Select a position		

Available Questionnaires

ŪS./Canada Wage & Salary ⟨

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

International Cost-of-Living

College Graduate Offer

U.S./Canada Employee Benefit International Remuneration

U.S./Canada Cost-of-Living

U:S /Canada Employee Benefit

International Remuneration

International Cost-of-Living

College Graduate

ij ĻÑ

:3

CPAs click here!

Affinity Program Provider

820

Fill in the following information	. (In this country's currency
-----------------------------------	-------------------------------

Step 5. Your Email Address

826

Step 6. Enter years of experience in the job and annual salary. Data should be that paid to an in-country national for the above position in the currency of the country.

Years of experience in the position.

2. Annual salary now paid.

Annual bonus/incentive now paid.

- 828

In-country currency **UNITED STATES**

DOLLARS





An ERI Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending. This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig. 8D



OurStory

· Surveys

Decision Map

Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

U.S./Canada Cost-of-Living Report

Available Surveys		key cost items affecting housing, transportation, taxes, service	es,
U.S./Canada Wage & Salary	and consumables for 5,400 location Price US \$18.00	ns from this on-line interactive survey.	
U.S./Canada Cost-of-Living			
U.S./Canada Employee Benefit	<i>≣QuickZip</i> O s∘ En	iter a postal code now to jump to Step 3!	
International Remuneration		Example Report Methodology	
International Cost-of-Living			
College Graduate Offer	Select a survey area. (Wait for	r the screen to refresh itself after each selection.)	
	Step 1. Country	United States 🔽 🗘 🙃	
CPAs click here!	Step 2. State/Province	Select a state/province	
Affinity Program Provider	•		
[]	Step 3. City in Survey Area	Select a city	
Reduce	•		
Cost			
Data	×	Add to Cart	
= ::= :-			
LN LN			
1 ₈ 1 §			
(2)		An ERI Economic Research Institute E-Commerce Site	
1,5 900	Copyrigh	ht 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending.	
13 900	This	s site requires the use of Microsoft Internet Explorer 4.x or above.	

Fig. 9A



SAGAINS

Decision Meo

ap Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

Available Surveys

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

U.S./Canada Employee Benefit International Remuneration

International Cost-of-Living

CPAs click herel

Search Results:

U.S./Canada Cost of Living Survey Report

Search Request: NANAIMO, BRITISH COLUMBIA CANADA

SalariesReview International Cost-of-Living Internet Based Survey Survey/Source Name:

Survey Publisher: SalariesReview.com

Survey Publication Date: 22-Feb-2000

Latest Data Collection Date: 01-Jan-2000

Cost-of-Living Survey Area: NANAIMO, CANADA ERI OES AREA

X 405

Table 1

Observations of costs found within walking distance (2 kilometers or 1.25 miles of a city's central area). Assume a married professional or mid-management consumer with an equivalent of \$ 48,000 in U.S. earnings and American buying habits.

Employee Type Canadian # of Cost Item DOLLARS Observations		A Grand Landson	
DOLLARS	U.S.	CANADIAN	# of
	DOLLARS	DOLLARS (Observations
		U.S. DOLLARS	

For the Traveler - Temporarily Stationed Employee

1. DAILY amount for meals and incidental expenses for the traveling histoperson	79	114	-
2. Hotel room - DAILY rate for average room - twin bed.	61	88	-
Taxes -			
3. Sales or Value-Added tax rate on Consumables.	S	7	Ψ.
 Residence (owned) property tax/mill rates (/1000). 	←	-	-

Fig. 98

Consumables - Temporarily Stationed Employee	0	ന	-	
6. Price of ONE adult sized white T-shirt.	1 4	့ ဖ	· 	
 Price of ONE 'Big Mac' or equivalent .7 gram or 1/4 lb hamburger sandwich (with toppings). 	က	4	-	
8. ONE container, .8 liter or 12 oz Coca Cola/equivalent.	· ~		•	
Housing - Long Term Stationed Employee				
9. Monthly rent for 2,200 sq. ft. (~190 sq. meters) home.	1,194	1,731	•	
 MONTHLY rent for 2 bedroom (~85 sq. meters or 900 sq. ft.). 	467	677	-	
 MONTHLY utilities' cost, (~147 sq. meters or 1,560 sq. ft. residence - if available - including base telephone fee). 	242	351		,
12. MONTHLY electrical rate per kilowatt hour.	9	∞		
Services - Long Term Stationed Employee				
 ONE Office visit with general practitioner for periodic medical exam (physician's fee, before insurance). 	20	101	-	
 Total MONTHLY premium for median cost family HMO (or equivalent coverage ie., any National Plan). 	Z Z	N/R	∢ Z	406
15. AVERAGE daily cost for a semi-private hospital room for a non-national.	573	831	-	
Transportation - Long Term Stationed Employee				
16. 2.5 Liters or 1 gallon of regular mid-level gasoline.	←	2	τ-	
17. ANNUAL auto insurance as a % of auto value.	4	2	-	
18. ANNUAL auto registration plus fees as a % of auto value.	0	0	-	
Cost-of-Living Comparison - Long Term Stationed Employee	-			
19. COL compared to U.S. \$ 48,000 in earnings.	62,343	90,397	A/N	
20. COL % compared to U.S. and Country National.	129.88	111.12	Ϋ́Z	
N/R = Not Reported; N/A = Not Applicable Exchange Rate = 1.45 CANADIAN DOLLAR per 1 U.S. Dollar (04 Jan 2000)	:			ļ

Methodology/Description

Fig. 9C

P. S. D. B. S. D. S. D. D. S. D. S.

"www.salariesreview.com/surveys/methodology2.cfm" or by clicking the Methodology link above. Complete methodology for this report can be found at

Complete Reports and In-Depth Analyses

 Line 19 results are from ERI's Relocation Assessor's Two-City Comparison Analysis. Enter any earnings level, base and destination cities, and review the related costs, including personal income taxes.

For this interactive software program & database that calculates unlimited #'s of cost-of-living analyses between any of over 5,800 U.S./Canada and 1,400 international city/areas, see:

Relocation Assessor

Report Date: 22-Feb-2000 End of Report An Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig. 9D



Purchase





Shopping Cart

Feedback



Available Surveys to

SalariesReview.com The Business of Pay Information

U.S./Canada Cost-of-Living Survey Questionnaire

To receive one free report discount, please fill out the following questionnaire. 9 of the questions must contain valid survey data to be accepted. All data input is subject to verification. All survey data is to be entered in the currency of the country.

U.S./Canada Wage & Salary	Sel	ect Survey Area	≡QuickZip	For Enter po	stal code to jump to Step 4!	
U.S./Canada Cost-of-Living U.S./Canada Employee Benefit	Step	1. Country		United States	™ O Go	
International Remuneration	Step	2. State/Province		Select a state/prov	vince 💌 🗘 🚱	
International Cost-of-Living	Ster	3. City in Survey A	rea	Select a city	() Go	
College Graduate Offer					~	
Austlahla	Fill	in the following in	formation (In	this country's currency). 	
Available Questionnaires	Ste	p 4. Your Email Add	ress			
ஸ் <u>ர</u> S./Canada Wage & Salary					or 1.25 miles of a city's centr	al
U.S./Canada Cost-of-Living		 Assume a married 000 in U.S. earnings 			umer with an equivalent of	
U.S./Canada Employee Benefit		J		, -	In-country currency	
" <u>≖International Remuneration</u> । ⊓					UNITED STATES	
International Cost-of-Living					DOLLARS	
College Graduate	1.	Hotel room - DAILY	rate for average	e room - twin bed.		
CPAs click here!	2.	DAILY amount for r traveling businessp		ntal expenses for the		
Affinity Program Provider	3	Price of ONE 'Big N hamburger sandwice				
-7	4.	ONE container, .8 I	iter or 12 oz Coc	a Cola/equivalent.		
	5 .	Price of ONE adult	sized white T-shi	irt.		
	6.	Price of ONE loaf of	of bread.			
	7.	MONTHLY rent for sq. ft.).	2 bedroom (~85	sq. meters or 900		
	8.	Monthly rent for 2,2	200 sq. ft. (~190 s	sq. meters) home.		
908	9.	MONTHLY utilities' ft. residence - if ava fee).				
	10.	MONTHLY electrica	al rate per kilowa	tt hour.		
	11.	ONE Office visit with medical exam (physical exam physical exam physical exam physical exam physical example).			·	
	12.	AVERAGE daily co a non-national.	st for a semi-priv	ate hospital room for		
		Total MONTHLY pr	emium for media	n cost family HMO		

	13.	(or equivalent coverage ie., any National Plan).	J
	14.	Sales or Value-Added tax rate on Consumables.	
910	15.	Residence (owned) property tax/mill rates (/1000).	
A	16.	1 Liter of regular mid-level gasoline (if U.S., then 1 Gallon).	
	17.	ANNUAL auto insurance as a % of auto value.	
	18.	ANNUAL auto registration plus fees as a % of auto value.	and a delivery with a second superior of the second

Submit Data



An ERI Economic Research Institute E-Commerce Site

Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved.

Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig 9F



Available Surveys

OurStory

* Surveys

Decision Map

Shopping Cart

Feedback

U.S./Canada Employee Benefit Report

Request a report of employee benefit levels and issues for 48 key competitive benefit practices as
found in any one of 647 metropolitan and employment areas within the 76 states and provinces
from this on-line interactive survey.

Salaries Review.com The Business of Pay Information

U.S./Canada Wage & Salary Price US \$18.00 U.S./Canada Cost-of-Living

> **O**^{Go} Enter a postal code now to jump to Step 3! **=QuickZip**

Example Report Methodology

International Cost-of-Living

CPAs click here!

Affinity Program Provider

GO.

ļŊ I, M

(3 LN

U.S./Canada Employee Benefit 🔇

International Remuneration

College Graduate Offer

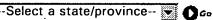
Select a survey area. (Wait for the screen to refresh itself after each selection.)

Step 1. Country

Step 2. State/Province

Step 3. City in Survey Area

United States

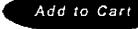


-Select a city-- 💌 🗘 🙃



Reduce Cost -**Input** Data

1000





An ERI Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig. 10A



Decision Map

Shopping Cart

SalariesReview.com The Business of Pay Information

Available Surveys

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

Search Request:

U.S./Canada Employee Benefit International Remuneration

International Cost-of-Living

Affinity Program Provider CPAs click here! AICPA

SalariesReview U.S./Canada Internet Based Employee Benefits Survey Atlanta, Georgia United States Atlanta, GA MSA Survey/Source Name:

ERI Employee Benefits Survey Report

SalariesReview.com Survey Publisher:

15-Mar-2000 Survey Publication Date:

01-Jan-2000 _atest Data Collection Date:

11397 Number of Employees:

Employee Benefits Survey Area: ATLANTA, GEORGIA, UNITED STATES ATLANTA, GA MSA Number of Organizations:

All Industry Major Industry Represented: Reported Averages Category

Employee's Monthly Contribution

3.45 % (Dental) 146.63 Family 27.33 147.7 3.45 % (Medical) Single 38.68 41.63 9.81 Managed Care **Type of Plan** Not Known Traditional Dental

Employer Monthly Medical and Dental Benefit Cost

Family	455.35	489.12
ingle	165.05	80.05
S	-	~
Type of Plan	Managed Care	Traditional

Fig. 10B

57.32	20.69 %
21.65	20.69 %
Dental	No Coverage

	Payments for Time Not Worked		Number of Days	of Davs			
	Years of Service	_	S	, 6	70	Carried Over	
	Vacation	9.97	14.36	17.47	20.15	27.59 %	
	Sick Leave	10.18	13.08	15.43	16.61	37.93 %	
	Holidays	9.86				3.45 %	
	Personal Leave	3.43				3.45 %	
Other	Other Benefits Offered to Employees			Organi	zations O	Organizations Offering Benefits	
	Basic Group Life Insurance				96.5	96.55 %	
	Supplemental Life Insurance				72.4	72.41 %	
	Vision				44.8	44.83 %	
	Long Term Disability				89.6	% 99.68	
	Short Term Disability				89.6	% 99.68	
	Flexible (125) Plan - Payroll Option				44.8	44.83 %	
	Flexible (125) Plan - Dependent Care FSA	e FSA			62.0	62.07 %	
4	Flexible (125) Plan - Healthcare FSA	_			62.0	62.07 %	
)	Employee Assistance Plan				65.5	65.52 %	
	Retirement - Pension Plan (Defined Benefit)	Benefit)			3.4	3.45 %	
	Retirement - Profit Sharing - 401(k)				68.6	% 26.89	
	Retirement - ESOP				3.4	3.45 %	
	Long Term Care				13.7	13.79 %	
Profes	Professional Service Costs						
	Local area costs are not known				17.2	17.24 %	
	Semi-private room in hospital before insurance	insurance	a .		226	229.93	
	Doctor's office visit before insurance (patient examination)	(patient e	xaminatio	<u>_</u>	46	46.14	
	Dentist's office visit before insurance (patient examination)	e (patient	xaminatic	(Li	35	35.98	

Report Date: 15-Mar-2000 Country-of-origin values based on exchange rates effective 28-Jan-2000 End of Report



OurStory

ิ Surveys

currency of the country.

Decision Map

Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

To receive one free report discount, please fill out the following questionnaire. All questions must be answered. All data input is subject to verification. All survey data is to be entered in the

Employee Benefit Survey Questionnaire

1006

Available	Surveys to
	Purchase

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

U.S./Canada Employee Benefit

International Remuneration

International Cost-of-Living

College Graduate Offer

Fill in the	following	information	(In this	country's	currency).

I. Enter Your Email Address	

*These are mandatory fields. You must enter information in these fields in order to submit your data.

	0% Complete 5 1007
	II. Enter the zip/postal code in which you have most of your employees.
Į	

III. Compan	ıy Size (Num	ber of emplo	yees eligible	for medica	l coverage)	
0	0	0	0	0	0	0
1-10	11-50	51-100	101-500	501-1,000	1,001-2,500	2,500 +

Continue . . .

Available Questionnaires

US./Canada Wage & Salary

LS./Canada Cost-of-Living

U.SICanada Employee Benefit

 College Graduate

CPAs click here!

AICPA

AICPA

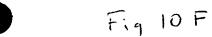
Affinity Program Provider

F.g. 10D

Fig 10 =

20% Complete

IV. Check the industry for which you are providing data (more than one may be checked) All Industry 9999 ALL INDUSTRY Agriculture, Forestry, Fishing & Mining ☐ 100 AGRICULTURE, FORESTRY, AND FISHING □ 1000 MINING ☐ 1200 COAL MINING 1300 OIL AND GAS EXTRACTION 1400 NONMETALLIC MINERALS, EXCEPT FUELS Construction 1599 CONSTRUCTION \$\infty\$ 1600 HEAVY CONSTRUCTION, EX. BUILDING Manufacturing □ 2000 MANUFACTURING 2100 TOBACCO PRODUCTS & LIQUOR PRODUCTS 2200 TEXTILE MILL PRODUCTS 2300 APPAREL AND OTHER TEXTILE PRODUCTS 2500 FURNITURE AND FIXTURES 2600 PAPER AND ALLIED PRODUCTS 2700 PRINTING AND PUBLISHING 2815 CHEMICALS AND ALLIED PRODUCTS 2830 DRUGS, MEDICINALS AND BOTANICALS 2900 PETROLEUM AND COAL PRODUCTS 3000 RUBBER AND MISC. PLASTICS PRODUCTS ☐ 3100 LEATHER AND LEATHER PRODUCTS 3200 STONE, CLAY, AND GLASS PRODUCTS 3300 PRIMARY METAL INDUSTRIES 3400 FABRICATED METAL PRODUCTS 3520 INDUSTRIAL MACHINERY AND EQUIPMENT



_	J ₃₅₇₀	COMPUTER AND OFFICE EQUIPMENT
□	3600	ELECTRONIC & OTHER ELECTRIC EQUIPMENT
□] ₃₆₄₀	ELECTRIC LIGHTING AND WIRING EQUIPMENT
┃┖	3665	RADIO & TV, TELEPHONE COMMUNICATIONS EQUIPMENT
] ₃₆₇₀	SEMICONDUCTORS AND RELATED DEVICES
┃┖	3700	TRANSPORTATION EQUIPMENT
Ĭ□] ₃₈₂₀	INSTRUMENTS AND RELATED PRODUCTS
	3845	MEDICAL AND DENTAL INSTRUMENTS AND SUPPLIES
	3860	PHOTOGRAPHIC EQUIPMENT, WATCHES AND SUPPLIES
Tra	3900 ansp	MISCELLANEOUS MANUFACTURING INDUSTRIES ortation & Public Utilities
Ī□	4010	TRANSPORTATION AND PUBLIC UTILITIES
┎	4100	LOCAL AND INTERURBAN PASSENGER TRANSPORT
	4200	TRUCKING AND WAREHOUSING
	4400	WATER TRANSPORTATION
_		TRANSPORTATION BY AIR
_		COMMUNICATION
	4830	RADIO AND TELEVISION BROADCASTING
_	i	ELECTRIC, GAS, AND SANITARY SERVICE
_		PIPELINES, EXCEPT NATURAL GAS
		COMBINATION UTILITY SERVICES
_		ale Trade
_		WHOLESALE TRADE-DURABLE GOODS
_		PROFESSIONAL & COMMERCIAL EQUIPMENT
⊔ Re	5100 tail T	WHOLESALE TRADE-NONDURABLE GOODS rade
	5200	FURNITURE AND HOMEFURNISHINGS STORE
	5300	APPAREL AND ACCESSORY STORES
	5400	FOOD STORES
	5500	AUTOMOTIVE DEALERS, REPAIR & STATIONS
Fir	ance)
		DEPOSITORY INSTITUTIONS
		CREDIT UNIONS
		NONDEPOSITORY INSTITUTIONS
		HOLDING AND OTHER INVESTMENT OFFICE
		INSURANCE CARRIERS
		INSURANCE AGENTS, BROKERS, & SERVIC
		REAL ESTATE
∟ Sei	6790 rvice:	MISCELLANEOUS INVESTING, TRUSTS S
_		SERVICES
_		COMPUTER SOFTWARE PREPACKAGED
		COMPUTER AND DATA PROCESSING SERVICES
_		BUSINESS SERVICES
	7 309	BOOMESO SERVICES

7800	MOTION PICTURES
7900	AMUSEMENT & RECREATION SERVICES
□ 8015	HEALTH SERVICES
□ 8050	HOSPITALS
□ ₈₂₀₀	MUSEUMS, BOTANICAL, ZOOLOGICAL GARDENS
1 —	EDUCATIONAL SERVICES
I —	NONPROFIT ORGANIZATIONS
I —	ENGINEERING & MANAGEMENT SERVICES
□ 8980	LEGAL SERVICES
Govern	
₹7 □9000	PUBLIC ADMINISTRATION
\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	
1	

Continue . . .

Fig. 109

		V. Employs Monthly Contribution									
		V. Linploy	3 141011	<u> </u>	Sin		Т	Famil	Not Known		
		Managed Care	(HMO/ Natio	onal							
		or State Plan)	╌┼╌	6 1		9	□ 12				
		PPO, Indemnit					10				
4.	5	Dental		8				□ 13			
Pict	-	VI. Employer's Monthly Medical and Dental Benefit Cost (if known)									
				Single			Family		No Coverage		
		Managed Care		45			48				
		Traditional (PP	0	46				49			
	_	Dental			47				50 □ 52		
1015	ز				1			1			
		VII. Payments For Time Not Worked?									
-		Benefit	(Rour		mber of days wn to whole number)			ngth of service nd down to whole	Can carry over to next year if no (Check box if "Yes")		
	•					T	number years				
	<i></i>	Years of Service	1	5	10	20	<u> </u>				
10%		Vacation	29	30	31	32		27	□ 33		
		Sick Leave	34	35	36	37		28	□ 38		
		Holidays	39							□ ₄₀	
		Personal Leave	41							□ 42	
								<u> </u>			
	•	VIII. Any other benefits offered by your organization?									
1018		PLAN (Check all that applies)									
		Basic Gro	up Life Insur	ance 14	4			U.S. (125) Plan - Pretax Payroll Deductions 19			
	5	Supplemental Life Insurance 15				— · · ·			n - Dependent Care FSA 20		
		U Vision 16						S. (125) Plan - He			
		Long Term Disability 17					Employee Assistance Plan 22				
		Short Term Disability 18				l	Retirement - Pension Plan (Defined Benefit) 23 Retirement Profit Sharing 401(k) 24				
							Retirement Profit Sharing 401(k) 24				
							Long Term Care 26				
		IX. Professional Service Costs							Not Known		
		Cost of hospital semi-private room before insurance				54					
1020		Cost of visit to doctor's office (Patient examination) before insurance			55			5	□ ₅₃		
, 5 - 0		Cost of visit to dentist's office (Routine examination) before insurance					56		1		



U.S./Canada Wage & Salary U.S./Canada Cost-of-Living

U.S./Canada Employee Benefit International Remuneration

International Cost-of-Living

CPAs click here! AICPA

Affinity Program Provider

[]

ı, 🗒

ÇÕ

... ...

I, M I,ñ

College Graduate Offer

Surveys

Decision Map

Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

International Remuneration Report

Request a report of "median", "low" and "high" wage or salary, along with an average bonus" for up to ~4,000 positions in any of 210 different countries from this online, interactive salary survey Available Surveys from this on-line interactive survey.

Price US \$18.00

Example Report Methodology

Select a area/position. (Wait for the screen to refresh itself after each selection.)

Step 1. Country

Step 2. City in Survey Area

Step 3. Position

Description - No Position Selected

Alternate Titles

--Select a country--

-Select a city-- 💌

--Select a position-- 🔻 🔘 🙃



Reduce Cost -≥Input Data 1100

Add to Cart



An ERI Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig 11A



SalariesReview.com The Business of Pay Information

Available Surveys

International Remuneration Survey Report

U.S./Canada Cost-of-Living U.S./Canada Wage & Salary

International Remuneration U.S./Canada Employee Benefit

International Cost-of-Living



Position Title:

Search Results:

Requested City:

Salary Survey Median:

Survey/Source Name:

SalariesReview International Internet Based Salary Survey

SalariesReview.com

22-Feb-2000 01-Jan-2000

101,351 MARKKAA (FINNMARK)

FAMPERE, FINLAND

General Clerk

Survey Publisher:

Latest Data Collection Date: Survey Publication Date:

Population:

Number of Organizations: Salary Survey Area:

TAMPERE, FINLAND

Alternate Titles

General Clerk; Office Clerk; Clerk General

Survey Position Description

Receives money from customers and deposits money in bank. Addresses envelopes or packages by hand checks. May compute wages, taxes, premiums, commissions, and payments. Tabulates and posts data in record books. Proofreads records or forms. Counts, weighs, or measures material. Sorts and files records. duplicating machines. Opens and routes incoming mail, answers correspondence, and prepares outgoing Performs any combination of following and similar clerical duties requiring limited knowledge of systems mail. Answers telephone, conveys messages, and runs errands. Stamps or numbers forms by hand or machine. Adjusts complaints. Operates office machines, such as typewriter, adding, calculating, and correspondence. Prepares, issues, and sends out receipts, bills, policies, invoices, statements, and or with typewriter or addressograph machine. Stuffs envelopes by hand or with envelope stuffing or procedures: Writes, types, or enters information into computer, using keyboard, to prepare machine. Photocopies documents, using photocopier.

Table 1

Bonus Bonus High High 20,674 124,662 16,808 Median Median 101,351 73,986 **L**0≪ Low S Firms S Firms Country of Origin Currency: MARKKAA (FINNMARK) Incumbents Incumbents 10 Currency: U.S. DOLLARS General Clerk General Clerk Position Position

N/R = Not Reported; N/A = Not Applicable

Exchange Rate = 6.03 MARKKAA (FINNMARK) per 1 U.S. Dollar (04 Jan 2000)

Methodology/Description

"www.salariesreview.com/surveys/methodology1.cfm" or by clicking the Methodology link above. Complete methodology for this report can be found at

Complete Reports and In-Depth Analyses

surveyed by SalariesReveiw.com), along with demographic, salary, and other data affecting employment For a full report on cost-of-living data in 210 countries (incorporating all data for the 18 cost items

International Reference Report or

 For an interactive software program & database that calculates unlimited #'s of cost-of-living analyses between any of over 5,800 U.S./Canada and 1,400 international city/areas, see:

Relocation Assessor

Report Date: 22-Feb-2000

Country-of-origin values based on exchange rates effective 04-Jan-2000

End of Report



An Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. This site requires the use of Microsoft Internet Explorer 4.x or above.

J1 15

0



OurStory

, Salasas

International Remuneration Survey Questionnaire

Decision Map

Shopping Cart

Feedback

SalariesReview.com The Business of Pay Information

Available Surveys to Purchase

To receive one free report discount, please fill out the following questionnaire. All questions must be answered. All data input is subject to verification. All survey data is to be entered in the currency of the country.

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

U.S./Canada Employee Benefit

International Remuneration

International Cost-of-Living

College Graduate Offer

Select Survey Area

Step 1. Country

Step 2. City in Survey Area

Step 3. Position

--Select a country--

) Go

--Select a city--

-

-Select a position-- 💌 🚺

Oc

Available Questionnaires

ட்<u>டுS./Canada Wage & Salary</u>

D.S./Canada Cost-of-Living

U.S. Canada Employee Benefit

International Remuneration

International Cost-of-Living

College Gradus

College Graduate

CPAs click here!

[]

I,N

.1

AICPA)

Affinity Program Provider

1106

Fill in the following information ... (In this country's currency).

Step 4. Your Email Address

Step 5. Enter years of experience in the job and annual salary. Data should be that paid to an in-country national for the above position in the currency of the country.

- 1. Years of experience in the position.
- 2. Annual salary now paid.
- 3. Annual bonus/incentive now paid.

0

In-country currency

Submit Data



An ERI Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig IID



Surveys

Decision Map

Shopping Cart

Feedback

Salaries Review.com The Business of Pay Information

International Cost-of-Living Report

Available Surveys

Request a report consisting of 18 key cost items affecting housing, transportation, services, and consumables for 1,400 international locations in 210 countries from this on-line interactive survey. Price US \$18.00

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

Example Report Methodology

U.S./Canada_Employee Benefit

International Remuneration

International Cost-of-Living

College Graduate Offer

Step 1. Country

Step 2. City in Survey Area

--Select a country-- 🐷 🚺 🙃

--Select a city-- 💌

CPAs click here!

Affinity Program Provider

l,ñ I,N

ij

I,N

ij

Reduce Cost -Input Data

Add to Cart

Select a survey area. (Wait for the screen to refresh itself after each selection.)

1200



An ERI Economic Research Institute E-Commerce Site Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved. Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig 12A



Decision Map

SalariesReview.com. The Business of Pay Information

Available Surveys

International Cost of Living Survey Report

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

Search Results:

International Remuneration U.S./Canada Employee Benefit

International Cost-of-Living

Survey/Source Name:

Search Request:

CPAs click here!

Affinity Program Provider

VICTORIA, HONG KONG

SalariesReview International Cost-of-Living Internet Based Survey

SalariesReview.com Survey Publisher:

22-Feb-2000 Survey Publication Date: 01-Jan-2000 Latest Data Collection Date: VICTORIA, HONG KONG Cost-of-Living Survey Area:

Table 1

area). Assume a married professional or mid-management consumer with an equivalent of \$ 48,000 Observations of costs found within walking distance (2 kilometers or 1.25 miles of a city's central in U.S. earnings and American buying habits.

tverage	U.S. HONG KONG # of	DOLLARS Observations
Reported Average	U.S. H	DOLLARS
Category	Employee Type	Cost Item

For the Traveler - Temporarily Stationed Employee		
 DAILY amount for meals and incidental 	191	1,256
expenses for the traveling businessperson.		
2. Hotel room - DAILY rate for average room -	345	2,683
twin bed.		

Taxes -

3. Sales or Value-Added tax rate on Consumables.	N/R	N/R	N/A
4. Residence (owned) property tax/mill rates (/1000).	N/R	N/R	N/A
Consumables - Temporarily Stationed Employee	٠.		
5. Price of ONE loaf of bread.	 M	20	
6. Price of ONE adult sized white T-shirt.	9	45	1
7. Price of ONE 'Big Mac' or equivalent .7 gram or 1/4 lb hamburger sandwich (with toppings).	4	27	1
8. ONE container, .8 liter or 12 oz Coca Cola/equivalent.	-	7	-
Housing - Long Term Stationed Employee			
9. Monthly rent for 2,200 sq. ft. (~190 sq. meters) home.	13,594	105,761	-
10. MONTHLY rent for 2 bedroom (~85 sq. meters or 900 sq. ft.).	6,676	51,939	-
 MONTHLY utilities' cost, (~147 sq. meters or 1,560 sq. ft. residence - if available - including base telephone fee). 	329	2,556	-
12. MONTHLY electrical rate per kilowatt hour.	11	87	1
Services - Long Term Stationed Employee			
 ONE Office visit with general practitioner for periodic medical exam (physician's fee, before insurance). 	06	669	-
 Total MONTHLY premium for median cost family HMO (or equivalent coverage ie., any National Plan). 	761	5,920	1
15. AVERAGE daily cost for a semi-private hospital room for a non-national.	316	2,462	_

4021

Transportation - Long Term Stationed Employee

Fig 12C

17. ANNUAL auto insurance as a % of auto value. 18. ANNUAL auto registration plus fees as a % of auto value. Cost-of-Living Comparison - Long Term Stationed Employee 19. COL compared to U.S. \$ 48,000 in earnings. 19. COL % compared to U.S. and Country National. 378.59 101.17 N/A	16. 2.5 Liters or 1 gallon of regular mid-level	7	19	-
0 1 0 12 1,413,797 101.17	7. ANNUAL auto insurance as a % of auto value.	_	9	_
122 1,413,797	8. ANNUAL auto registration plus fees as a % of	0	1	_
122 1,413,797 59 101.17	auto value.			
181,722 1,413,797 378.59 101.17	Cost-of-Living Comparison - Long Term Stationed Employ	yee		
378.59 101.17		81,722	1,413,797	N/A
	20. COL % compared to U.S. and Country National.	378.59	101.17	N/A

N/R = Not Reported; N/A = Not Applicable

Exchange Rate = 7.78 HONG KONG DOLLAR per 1 U.S. Dollar (04 Jan 2000)

Methodology/Description

"www.salariesreview.com/surveys/methodology4.cfm" or by clicking the Methodology link above. Complete methodology for this report can be found at

Complete Reports and In-Depth Analyses

9021

items surveyed by SalariesReveiw.com), along with demographic, salary, and other data affecting • For a full report on cost-of-living data in 210 countries (incorporating all data for the 18 cost employment see:

International Reference Report or

 Line 19 results are from ERI's Relocation Assessor's Two-City Comparison Analysis. Enter any earnings level, base and destination cities, and review the related costs, assuming tax equalization by the employer.

For this interactive software program & database that calculates unlimited #1s of cost-of-living analyses between any of over 5,800 U.S./Canada and 1,400 international city/areas, see

Relocation Assessor

Report Date: 22-Feb-2000

Country-of-origin values based on exchange rates effective 04-Jan-2000

End of Report

Fig 12D



Surveys

Decision Map

Shopping Cart

Salaries Review.com The Business of Pay Information

International Cost-of-Living Survey Questionnaire

To receive one free report discount, please fill out the following questionnaire. 9 of the questions must contain valid survey data to be accepted. All data input is subject to verification. All survey data is to be entered in the currency of the country.

Select Survey Area

Step 1. Country

--Select a country-- 😿 🔘 💪

In-country currency

Step 2. City in Survey Area

--Select a city-- 🐷



International Remuneration International Cost-of-Living

Available Surveys to

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living

U.S./Canada Employee Benefit

Purchase

College Graduate Offer

Fill in the following information ... (In this country's currency).

_	_				- 1
Step	3.	Your	Email	Address	- 1

Observations of costs found within walking distance (2 kilometers or 1:25 miles of a city's central area). Assume a married professional or mid-management consumer with an equivalent of \$ 48,000 in U.S. earnings and American buying habits.

	Available	
1.3	Questionnaires	
<u>U.S.</u>	/Canada Wage & Salary	
	/Canada Cost-of-Living	
. <u>s]c</u>	anada Employee Benefit	
"Inte	ernational Remuneration	
	ernational Cost-of-Living	1
is	College Graduate	
[]		
1,1		
	CPAs click here!	
:: C	ATCRAN	
[]Aff	inity Program Provider	

1.	Hotel room - DAILY rate for average room - twin bed.	
2.	DAILY amount for meals and incidental expenses for the traveling businessperson.	
3	Price of ONE 'Big Mac' or equivalent .7 gram or 1/4 lb hamburger sandwich (with toppings).	
		

- ONE container, .8 liter or 12 oz Coca Cola/equivalent. 4. Price of ONE adult sized white T-shirt.
- Price of ONE loaf of bread. 6. MONTHLY rent for 2 bedroom (~85 sq. meters or 900
- 7. sq. ft.).
- Monthly rent for 2,200 sq. ft. (~190 sq. meters) home. 8.
- MONTHLY utilities' cost, (~147 sq. meters or 1,560 sq. ft. residence - if available - including base telephone 9. fee).
- 10. MONTHLY electrical rate per kilowatt hour.
- ONE Office visit with general practitioner for periodic 11. medical exam (physician's fee, before insurance).
- AVERAGE daily cost for a semi-private hospital room fo 12. a non-national.

	,	
r		



13.	Total MONTHLY premium for median cost family HMO (or equivalent coverage ie., any National Plan).	•
14.	Sales or Value-Added tax rate on Consumables.	
15.	Residence (owned) property tax/mill rates (/1000).	
16.	1 Liter of regular mid-level gasoline (if U.S., then 1 Gallon).	
17.	ANNUAL auto insurance as a % of auto value.	
18.	ANNUAL auto registration plus fees as a % of auto value.	



Submit Data



An ERI Economic Research Institute E-Commerce Site

Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved.

Patent Pending.

This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig 12 F



OurStory

* Surveys

Decision Map

Shopping Cart

Feedback

Salaries Review.com The Business of Pay Information

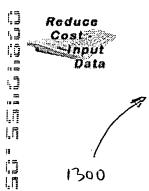
Available Surveys

U.S./Canada Wage & Salary
U.S./Canada Cost-of-Living
U.S./Canada Employee Benefit
International Remuneration
International Cost-of-Living

College Graduate Offer

CPAs click here!

Affinity Program Provider



College	Grad	luate	Offer	Report
---------	------	-------	-------	--------

Request a report of the median first year offer (salary and incentive) for any of 1,800 Bachelor, Masters, or Doctorate degrees from U.S., Canada and International locations. (Data is gathered for 2,750 international and 2,350 U.S. colleges and universities.)

Price US \$18.00

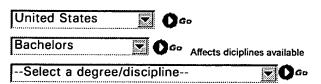
Example Report Methodology

Enter degree and employment area. (Wait for the screen to refresh itself after each selection.)

Step 1. Country of Employment Offer

Step 2. Equivalent Degree

Step 3. Discipline



Add to Cart



An ERI Economic Research Institute E-Commerce Site
Copyright 1999 - 2000, Economic Research Institute. All Rights Reserved.
Patent Pending.
This site requires the use of Microsoft Internet Explorer 4.x or above.

Fig 13A



SAMA

Decision Map

Shopping

opping Cart

Feedback

SalariesReview.com The Business of Pay Information

Available Surveys

U.S./Canada Wage & Salary Survey Report

U.S./Canada Wage & Salary

U.S./Canada Cost-of-Living U.S./Canada Employee

Search Results:

International Remuneration

College Graduate Offer

CPAs click here!

Salary Survey Median:

Requested City:

Position Title:

Survey/Source Name:

Survey Publisher:



_atest Data Collection Date:

Survey Publication Date:

Number of Organizations:

Population:

Salary Survey Area:

Reduce Cost:

Lan Administrator

Austin, Texas United States Austin-San Marcos, TX MSA 63,303 UNITED STATES DOLLARS

SalariesReview U.S./Canada Internet Based Salary Survey

SalariesReview.com 30-Mar-2000

01-Jan-2000

34

49

Location: Austin, TEXAS, UNITED STATES Area: AUSTIN-SAN MARCOS, TX MSA

Counties: BASTROP; CALDWELL; HAYS; TRAVIS;

WILLIAMSON

Alternate Titles

13051

Lan Administrator; Network (Ian) Administrator; Local Area Network Administrator; Computer (Ian) Administrator

Survey Position Description

Acquires, installs, and maintains company's local area network. Reads technical manuals and brochures equipment. Manages LAN security and network performance. Establishes and implements LAN policies, to determine equipment which meets establishment requirements. Assist in presenting to management Responsible for evaluating, developing, maintaining, along with usage of telecommunication systems. procedures, and standards and ensures their conformance with information systems and company's recommendations related to purchasing and installing hardware, software and telecommunication

் ந்திர் நிரிந்திரியின்ற நிரிந்திரி solving problems of communications hardware and software. Instructs users in use of equipment. May oversee or assist in installation of communications hardware. May perform minor equipment repairs.

Table 1

5,138 Bonus High 77,079 Median 63,303 43,255 Lo V 34 Firms Incumbents Currency: U.S. DOLLARS Lan Administrator Position

N/R = Not Reported; N/A = Not Applicable Exchange Rate = 1.0 UNITED STATES DOLLAR per 1 U.S. Dollar (28 Jan 2000)

Methodology/Disclaimer

"www.salariesreview.com/surveys/methodology1.cfm" or by clicking the Methodology link above. Complete methodology for this report can be found at

Complete Reports and In-Depth Analyses

 For a full report on cost-of-living data in 298 U.S./Canada cities (incorporating data for 88 positions surveyed by SalariesReview.com), along with demographic, cost of living, and other data affecting employment, see the:

Geographic Reference Report or

compensation analyses for 5,000 job titles as compiled from all publicly available (over 2,000) salary For an interactive software program & database that calculate unlimited #'s of competitive surveys, including SalariesReview.com, see the:

Salary Assessor

Report Date: 30-Mar-2000

Country-of-origin values based on exchange rates effective 28-Jan-2000

End of Report

Fig 13C

1204

الماهيم

طومها

Change Area DES Data Cer		Description		Hygienist btion Survey Compa	arison Method	SOC: 292021 NOC 3
	ographic Ass rom the Occu			itistics (ETA/BLS)		D/1 2/96 — 1 0/01/99 Ilendar Year 2001
	LEVUE-EVER tal Hygienists	•	PMSA Overall Mean	Level I Mean Beginning	Level II Mean Fully Competent	•
537600	292021	1	67,787	64,709	69,326	-
ationwide. Ove	rall Mean is no of 14 1/3rd of s	usable for <u>c</u> urvey sampl	erification pur	ntiguous Areas; 3 = 5 noses per GA Letter n is weighted averag	2-98; Level I Mean	

1400

Fig. 14A

Change Area	Dental Hygienist	DOT: 078.361-010 SOC: 292021 NOC: 3
S Data Census Data SOC Descri	ption DOT Description Survey Compariso	n Method
Survey Position Title:	Dental Hygienist	Search
Retrieve Latest Salaries Re Salary Median Estimate (fre Retrieve Watson Wyatt Sal Survey (for fee)	e) Submit	
Weighted Average:		essor's consensus projected mean ultiple surveys is not appropriate
Survey/Source Name		
그는 그들은 학생들이 살아왔다. 한다고 그는 살고 생각을 받는 것이 되는 것이 되는 것이 없는 것이 없는 것이 없는 것이 없다.	医性红皮 医自动性 医海绵 医二氯甲 网络克拉斯特克拉克斯克 医克雷斯氏管 医二氯甲酚甲酚 医胸皮炎 电线管电池 多洲土地	

1404

Fig 14B

hange Area	Dental Hyg	ienist	DOT: 078.361.010 SOC: 292021 NOC: (
S Data Census Data SOC Description	DOT Description S	urvey Comparison Method		
Survey Position Title	Dental Hygienist		Search	
Retrieve Latest SalariesReview Salary Median Estimate (free) Retrieve Watson Wyatt Salary Survey (for fee) Seview Survey Report Page	Submit	Disconnected Verifying data Data verified		
Salary Survey Median	52,340	ERI Salary Assessor's consensus projected mean derived from multiple surveys is not appropriate.		
Survey/Source Name	ERI U.S./Canada Internet Based Salary Survey			
Survey Publisher	ERI Economic Research Institute			
Survey Publication Date:	4/ 6/01	ERI's Projected Median, ba analyses of multiple data so	ased on time series	
Survey Data Effective Date	4/ 1/01	time data indicates a project the published OES Level I	ted median less than I (approximately the	
Number of Employees:	1,561	Sources, call (800) 292-2 consulting firms that offer of	881 for referral to	
Number of Organizations:	612	retrieval services.		
Survey Page Number:	4,026			
Employer Location	Seattle, Washington			
Salary Survey Area	Island; King; Snohomish			
OES Area: Survey Position Description	SEATTLE-BELLEV	UE-EVERETT, WA PMSA		





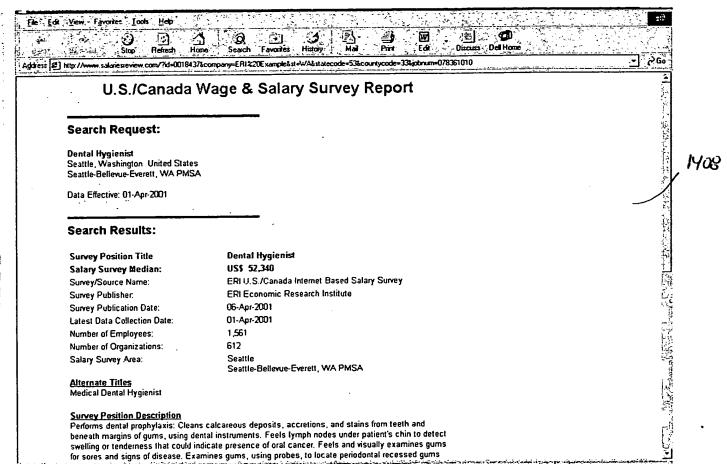


Fig. 140

This Page is Inserted by IFW Indexing and Scanning Operations and is not part of the Official Record

BEST AVAILABLE IMAGES

Defective images within this document are accurate representations of the original documents submitted by the applicant.

Defects in the images include but are not limited to the items checked:

BLACK BORDERS

IMAGE CUT OFF AT TOP, BOTTOM OR SIDES

FADED TEXT OR DRAWING

BLURRED OR ILLEGIBLE TEXT OR DRAWING

SKEWED/SLANTED IMAGES

COLOR OR BLACK AND WHITE PHOTOGRAPHS

GRAY SCALE DOCUMENTS

LINES OR MARKS ON ORIGINAL DOCUMENT

REFERENCE(S) OR EXHIBIT(S) SUBMITTED ARE POOR QUALITY

OTHER:

IMAGES ARE BEST AVAILABLE COPY.

As rescanning these documents will not correct the image problems checked, please do not report these problems to the IFW Image Problem Mailbox.